

DAVID G. SIMMONS



APEX, NC
DAVIDGS@DAVIDGS.COM
[HTTPS://DAVIDGS.COM/](https://davidgs.com/)
(919) 534-5099



PROFILE

A SEASONED TECHNOLOGIST AND STRATEGIC THINKER, I EXCEL AT TRANSFORMING ABSTRACT CONCEPTS INTO TANGIBLE REALITIES WHILE FOSTERING VIBRANT, INCLUSIVE COMMUNITIES. WITH A ROBUST TECHNICAL BACKGROUND AND A NATURAL TALENT FOR EMPATHY AND UNDERSTANDING, I AM ADEPT AT DEVELOPER ADVOCACY AND COMMUNITY BUILDING WITHIN ALL LAYERS OF AN ORGANIZATION. I HAVE A TRACK RECORD OF SKILLS AND EXPERIENCE AS A DEVREL LEADER WHO CAN SEAMLESSLY CONNECT KEY STAKEHOLDERS WHILE MAINTAINING A PRODUCTIVE AND EFFICIENT ECOSYSTEM.

HEADLINES

- ❖ PROVEN LEADERSHIP IN DEVELOPER RELATIONS
- ❖ SKILLED IN NURTURING AND LEADING DEVREL COMMUNITIES
- ❖ PIONEER IN INTEGRATING INTERNET OF THINGS (IOT) WITH DEVREL STRATEGIES
- ❖ PROFICIENT IN ARCHITECTING AND IMPLEMENTING NEW TECH SOLUTIONS IN DEVREL
- ❖ EXPERT IN FOSTERING AND SUPPORTING OPEN SOURCE & DEVELOPER COMMUNITIES

CORE COMPETENCIES

- ❖ LEADERSHIP WITH A STRONG EMPHASIS ON EMPATHY
- ❖ SUPERIOR COMMUNICATION ABILITIES, INCLUDING WRITTEN, VERBAL, AND PRESENTATION SKILLS
- ❖ PROFICIENCY IN DELIVERING ON-STAGE DEMOS AND TECHNICAL PRESENTATIONS TO VARIED AUDIENCE LEVELS
- ❖ EXPERTISE IN APPLICATION ARCHITECTURE AND DESIGNING PROOF-OF-CONCEPT
- ❖ EXPERIENCE IN THE DEVELOPMENT, PRESENTATION, PACKAGING, AND DISTRIBUTION OF DEMO APPLICATIONS
- ❖ PROFICIENT IN MULTIPLE PROGRAMMING LANGUAGES: C/C++, JAVA, PYTHON, PHP, SWIFT, JAVASCRIPT, GO

EXPERIENCE

HEAD OF DEVELOPER RELATIONS + OTTERIZE — 2023

FOUNDING DEVREL TEAM MEMBER, MEMBER OF COMPANY LEADERSHIP TEAM.

- ❖ CREATE A DEVELOPER RELATIONS FRAMEWORK FOR ENTIRE COMPANY
- ❖ MANAGE DOCUMENTATION, INCLUDING CREATING STYLE GUIDE, EDITORIAL PROCESSES, ETC.
- ❖ PRODUCE REGULAR CONTENT INCLUDING BLOG POSTS, USER TUTORIALS AND OTHER DOCUMENTATION ASSETS
- ❖ PRESENT AT TECHNICAL CONFERENCES, PODCASTS, AND OTHER PUBLIC-FACING EVENTS

HEAD OF DEVELOPER ADVOCACY + STARTTREE — 2022 - 2023

BUILD, MANAGE, AND LEAD A TEAM OF WORLDWIDE DEVELOPER ADVOCATES.

- ❖ HIRE, MANAGE AND LEAD A TEAM OF 3-4 DEVELOPER ADVOCATES FOCUSED ON THE APACHE PINOT OPEN SOURCE DATABASE PLATFORM
- ❖ CREATE PROCESSES AND PROCEDURES FOR THE TEAM AND FOR THE DEVELOPER RELATIONS ORGANIZATION AS A WHOLE
- ❖ CREATE CONTENT FOR BLOG POSTS AND PRESENTATIONS AS A DEVELOPER ADVOCATE

PRINCIPAL DEVELOPER ADVOCATE + CAMUNDA — 2020 - 2022

MOST SENIOR MEMBER OF THE DEVELOPER ADVOCACY TEAM.

- ❖ LEADING THE INTRODUCTION OF CAMUNDA TO THE IOT COMMUNITY
- ❖ BLOG POSTS, COMMUNITY INTERACTIONS AND SUPPORT, CONTRIBUTIONS TO THE CAMUNDA PLATFORM OPEN SOURCE CODEBASE, AND SUPPORT OF INTERNAL STAKEHOLDERS
- ❖ MENTORING OF JR. DEVRELS BOTH INSIDE THE COMPANY AND IN THE DEVREL COMMUNITY
- ❖ SUPPORT AND PROVIDE RESOURCES TO THE GREATER DEVREL COMMUNITY
- ❖ SPEAKING AT LOCAL AND INTERNATIONAL EVENTS HIGHLIGHTING CAMUNDA TECHNOLOGY
- ❖ TECHNOLOGY LEADERSHIP ON IOT THROUGHOUT THE COMPANY IN PRODUCT DEVELOPMENT

HEAD OF DEVELOPER RELATIONS + QUESTDB — 2020 - 2020

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CREATE AND LEAD THE DEVELOPER RELATIONS EFFORTS AT QUESTDB.

- ❖ REGULAR TECHNICAL CONTRIBUTIONS TO THE COMPANY BLOG ([HTTPS://QUESTDB.IO](https://questdb.io))
- ❖ DEVELOP THE QUESTDB DEVELOPER COMMUNITY BY FOSTERING PARTICIPATION, INCLUSION AND GROWTH
- ❖ CREATED COMMUNITY TRACTION OF OPEN SOURCE PRODUCT: GREW GITHUB STARS FROM 450 TO 1,700 IN UNDER 3 MONTHS
- ❖ CREATE AND MANAGE PUBLICATION STRATEGY FOR BLOG POSTS AND ARTICLES ACROSS A WIDE VARIETY OF MEDIA INCLUDING HACKER NEWS, REDDIT, AND DZONE
- ❖ DEVELOP AND MAINTAIN A FRAMEWORK FOR ANALYZING AND PRIORITIZING COMMUNITY AND DEVREL OUTREACH AND ENGAGEMENTS EFFORTS
- ❖ SPEAKING AT LOCAL AND INTERNATIONAL EVENTS HIGHLIGHTING QUESTDB TECHNOLOGY
- ❖ TECHNOLOGY LEADERSHIP ON IOT THROUGHOUT THE COMPANY IN PRODUCT DEVELOPMENT

SENIOR DEVELOPER ADVOCATE + INFLUXDATA — 2017 - 2020

HIRED TO LEAD THE DEVELOPER RELATIONS/EVANGELISM EFFORTS AT INFLUXDATA AS WELL AS BE THE SME ON ALL THINGS IOT.

- ❖ REGULAR TECHNICAL CONTRIBUTIONS TO THE COMPANY BLOG ([HTTPS://INFLUXDATA.COM/BLOG](https://influxdata.com/blog))
- ❖ DEVELOP COMPLEX DEMOS TO HIGHLIGHT THE USE OF INFLUXDATA TECHNOLOGY AS APPLICABLE TO IOT
- ❖ REGULAR INTERNATIONAL PUBLIC SPEAKING ENGAGEMENTS AT MEETUPS, CONFERENCES, ETC.
- ❖ RECRUITING AND TRAINING OF OTHER DEVELOPER RELATIONS STAFF
- ❖ CONTRIBUTIONS TO COMPANY'S OPEN SOURCE PRODUCTS THROUGH GITHUB PULL REQUESTS
- ❖ LEAD EFFORTS FOR COLLABORATION AND INCLUSION IN EXTERNAL OPEN SOURCE INITIATIVES
- ❖ TECHNOLOGY LEADERSHIP ON IOT THROUGHOUT THE COMPANY

FOUNDER, CHIEF TECHNOLOGY OFFICER + DRAGONFLY IOT — 2015 - PRESENT

I FOUNDED DRAGONFLY IOT TO PROVIDE TECHNICAL CONSULTING AND CONTRACT DEVELOPMENT SERVICES TO COMPANIES IN IOT BASED ON MY EXTENSIVE EXPERIENCE.

- ❖ SCOPED, PROPOSED AND BUILT IOT DEMO APPLICATIONS INCLUDING HARDWARE ACQUISITION, PROVISIONING AND PROGRAMMING, DEVELOPMENT OF MIDDLEWARE AND GATEWAY DEVICES AND PRESENTATION-LAYER DATA ANALYSIS
- ❖ CONTRIBUTED TO OPEN-SOURCE IOT PROJECTS
- ❖ AUTHORED WHITE PAPERS, BLOG POSTS AND USER DOCUMENTATION FOR DEMOS, PROJECTS AND OPEN-SOURCE SOFTWARE EFFORTS

CHIEF TECHNOLOGY EVANGELIST + PSIKICK, INC. — 2015

LED THE DEFINITION AND DEVELOPMENT OF A USER AND DEVELOPER PLATFORM FOR A NEW IOT SYSTEM-ON-CHIP BEING DEVELOPED INCLUDING DEFINING DEVELOPER APIS AND POINTS OF ENGAGEMENT WITH CUSTOMERS.

- ❖ DEFINED DEVELOPER PLATFORM ARCHITECTURE FOR ENGAGING DEVELOPERS ON NEW IOT SOC.
- ❖ TESTED EXPERIMENTAL IOT HARDWARE AND DEVELOPED DEMOS TO SHOWCASE CAPABILITIES IN C, PYTHON AND SWIFT.
- ❖ BUILT CUSTOM IOS BLUETOOTH APPLICATIONS FOR DEMOS.
- ❖ BUILT CUSTOM (C-BASED) DEVELOPER INTERFACE FOR IN-HOUSE DEVELOPED HARDWARE
- ❖ PORTED LINUX/WINDOWS DRIVERS TO MAC OS X.
- ❖ BROUGHT IN BOTH FORTUNE 50 AND EMERGING-COMPANY PARTNERS AND CUSTOMERS THROUGH DIRECT INDUSTRY CONTACTS AND EVANGELISM EFFORTS.
- ❖ ENGAGED NEW HARDWARE DEVELOPMENT PARTNER TO LOWER BOARD-LEVEL DEVELOPMENT COSTS BY OVER 50%

TECHNICAL EVANGELIST + RIVERBED TECHNOLOGIES, INC. — 2012-2015

RESPONSIBLE FOR THE DEVELOPMENT AND DELIVERY OF USER GROUPS, TECHNICAL SESSIONS AND WEBINARS TO ENABLE THE FIELD SALES ORGANIZATION TO MAXIMIZE SALES OPPORTUNITIES.

- ❖ WORLDWIDE TECHNICAL EVANGELISM FOR THE ENTIRE RIVERBED PLATFORM OF PRODUCTS INCLUDING WAN OPTIMIZATION, STORAGE OPTIMIZATION, NETWORK AND APPLICATION PERFORMANCE MANAGEMENT, AND CLOUD STORAGE SOLUTIONS.
- ❖ DEVELOPED AND DELIVERED DEMOS FOR VIDEO, WEB, AND MAJOR ON-STAGE PRODUCT LAUNCHES.
- ❖ DELIVERED HUNDREDS OF USER GROUP PRESENTATIONS TO MORE THOUSANDS OF POTENTIAL AND CURRENT RIVERBED CUSTOMERS ENABLING THE FIELD SALES ORGANIZATION TO CLOSE OVER \$90M IN SALES PER YEAR.
- ❖ ORGANIZED AND DEVELOPED THE TECHNICAL SESSION CONTENT FOR THE RIVERBED FORCE USER CONFERENCE INCLUDING 60 TECHNICAL SESSIONS, 20 HANDS ON LABS, AND CONTINUOUS CERTIFICATION TESTING FOR OVER 1,000 ATTENDEES.

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- ❖ DELIVERED CUSTOMER PRESENTATIONS, MARKETING PRESENTATIONS, END-USER AND DEVELOPER WORKSHOPS.
- ❖ DEVELOPED AND DELIVERED WEBINARS TO OVER 2,000 PARTICIPANTS ANNUALLY.
- ❖ REGULAR CONTRIBUTOR TO THE RIVERBED CORPORATE BLOG.

STAFF ENGINEER + SUN LABS — 2003-2012

CONTRIBUTED TO THE DEVELOPMENT AND OVERALL SUCCESS OF THE SUN SPOT IOT DEVELOPER PLATFORM PROJECT. LED THE DEVELOPMENT OF THE ON-LINE DEVELOPER COMMUNITY.

- ❖ RESEARCH AND DEVELOPMENT FOR EMBEDDED WIRELESS SENSOR NETWORK PLATFORM.
- ❖ DEVELOPED AND GREW THE USER AND DEVELOPER COMMUNITY FROM ZERO TO OVER 3,000 PARTICIPANTS IN 3 YEARS.
- ❖ DEVELOPED THE INSTALLATION AND MAINTENANCE SOFTWARE FOR ENTIRE SUN SPOT PLATFORM INCLUDING HARDWARE AND SDK DEPLOYMENT AND MAINTENANCE.
- ❖ DELIVERED CUSTOMER, MARKETING, END-USER AND DEVELOPER PRESENTATIONS AND WORKSHOPS TO THOUSANDS OF DEVELOPERS.
- ❖ DEVELOPED AND DELIVERED TECHNICAL HANDS ON LABS AT JAVA ONE — THE PREMIER JAVA DEVELOPER CONFERENCE — FOR 3 CONSECUTIVE YEARS.
- ❖ DEVELOPED THE DEMONSTRATION APPLICATION SUITE FOR SUN SPOT PLATFORM
- ❖ MAINTAINED A REGULAR HIGH-TRAFFIC TECHNICAL BLOG (TOP 50 BLOGS ON BLOGS.SUN.COM).

FIELD SE, JAVA FIELD TECHNOLOGIST, SENIOR TECHNOLOGY MANAGER, EXECUTIVE DEMOS MANAGER, MARKET SOLUTIONS ENGINEER + SUN MICROSYSTEMS, INC. — 1995-2001

DEMONSTRATED INCREASING RESPONSIBILITY FOR OVERALL PRODUCT TECHNICAL SUPPORT FROM A FIELD SYSTEMS ENGINEER TO THE SENIOR TECHNOLOGY MANAGER FOR SOME OF SUN'S LARGEST DESKTOP COMPUTING INITIATIVES. I ALSO SERVED AS THE ON-STAGE DEMO PRESENTER FOR SUN'S CXO EXECUTIVES.

- ❖ RESPONSIBLE FOR ALL ASPECTS OF ON-STAGE KEYNOTE DEMOS FOR SUN MICROSYSTEMS EXECUTIVE COMMITTEE MEMBERS (SCOTT MCNEALY, CEO, GREG PAPADOPOULOS, CTO, BILL JOY, CHIEF SCIENTIST).
- ❖ IDENTIFIED APPROPRIATE EMERGING TECHNOLOGIES WITHIN SUN AND WITH PARTNERS TO ALIGN WITH EXECUTIVE MESSAGING AND DEVELOPED APPROPRIATE DEMOS TO ALIGN WITH KEYNOTES AND MESSAGING ON EXTREMELY SHORT TIMELINES.
- ❖ PROVIDED TECHNICAL EVALUATIONS OF EMERGING TECHNOLOGIES FOR PRODUCTIZATION.
- ❖ DELIVERED CUSTOMER-CENTRIC RECOMMENDATIONS OF NEW FEATURES AND FUNCTIONALITY FOR EXISTING PRODUCTS.
- ❖ DEVELOPED AND MANAGED SUCCESSFUL EARLY ACCESS/BETA PROGRAM TECHNICAL SUPPORT INFRASTRUCTURES TO SUPPORT THE LAUNCH OF MAJOR NEW PRODUCT INITIATIVES.
- ❖ RESPONSIBLE FOR DEVELOPMENT AND PRODUCTION OF COMPANION APPLICATIONS FOR PRODUCTS.
- ❖ DEVELOPED EXECUTIVE, PRESS, INDUSTRY ANALYST, AND FIELD SALES PRODUCT DEMONSTRATIONS, INCLUDING THIRD-PARTY APPLICATION INTEGRATION, PACKAGING, TESTING, DELIVERY AND DISTRIBUTION.
- ❖ SUCCESSFULLY MANAGED ENGINEERING/MARKETING RELATIONSHIP FOR EMERGING PRODUCTS.
- ❖ DEVELOPED FIELD SALES TECHNICAL COLLATERAL AND PRESENTATIONS FOR NEW PRODUCTS INCLUDING DEVELOPING AND DELIVERING FIELD SPECIALIST TRAINING PROGRAMS.
- ❖ RECRUITED AND TRAINED AND SUPERVISED FIELD TECHNICAL SPECIALISTS ACROSS THE WORLD.
- ❖ COLLECTED AND MANAGED TECHNICAL AND MARKETING DATA TO/FROM WORLD-WIDE FIELD SALES ORGANIZATION.
- ❖ MANAGED EXTREMELY SUCCESSFUL INDUSTRY PRESS REVIEWS OF NEW AND EMERGING PRODUCTS (RESPONSIBLE FOR "EDITOR'S CHOICE AWARD" REVIEW OF SUN RAY 1 BY PC MAGAZINE (APRIL, 2000)).
- ❖ TRUSTED TECHNICAL ADVISOR TO BUSINESS UNIT EXECUTIVES ON PRESS/ANALYST TOURS.
- ❖ SERVED AS NATIONAL SUBJECT MATTER EXPERT FOR JAVA AT CUSTOMER PRESENTATIONS

EDUCATION

- ❖ UNIVERSITY OF NEW MEXICO, COMPUTER SCIENCE MASTERS PROGRAM — (INCOMPLETE)
- ❖ COLUMBIA UNIVERSITY, NEW YORK CITY, BACHELOR OF ARTS 1988

AWARDS

- ❖ INNOVATION @ SUN CHAIRMAN'S AWARD FOR ENGINEERING EXCELLENCE FOR SUN SPOTS
- ❖ SUN MICROSYSTEMS, INC. JAVA 'ACE' OF THE YEAR AWARD

PUBLICATIONS

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- ❖ WHY SERVERLESS VS. KUBERNETES ISN'T A REAL DEBATE [HTTPS://THENEWSTACK.IO/WHY-SERVERLESS-VS-KUBERNETES-ISNT-A-REAL-DEBATE/](https://thenewstack.io/why-serverless-vs-kubernetes-isnt-a-real-debate/)
- ❖ NERD NETWORK EVENT RECORDING DEVICE: AN AUTOMATED SYSTEM FOR NETWORK ANOMALY DETECTION AND NOTIFICATION, [PROCEEDINGS OF THE INTERNET SOCIETY SYMPOSIUM ON NETWORK AND DISTRIBUTED SYSTEM SECURITY, 2/16/95](#)
- ❖ CONTRIBUTING AUTHOR [ADVANCED TECHNIQUES FOR JAVA DEVELOPERS](#)
- ❖ NC OR NETPC: WHICH IS THE BETTER APPROACH? [NETWORKWORLD , OCTOBER 6, 1997](#)
- ❖ VOICE SELF-SERVICE APPLICATIONS ON J2EE TO THE RESCUE [WEBSPHERE DEVELOPER'S JOURNAL, MAY,2002](#)